



FY 00 VARIABLE RATES CLOTHING & TEXTILES

CATEGORY	Readiness			Organizational Clothing						
	Tents	Chemical	JSLUST	Spec Cloth	Protective Cloth	Safety Gear	Insignia/ Flags	Tapes/ Cloth	Special Items	DVD
FY 99 Rates	N/A	N/A	2.2%	12.0%	25.0%	N/A	N/A	N/A	N/A	10.5%
FY 00 Rates	17.0%	26.0%	2.5%	16.4%	18.5%	24.0%	31.1%	49.9%	2.5%	15.0%
Percentage of Net Sales	3.0%	1.5%	9.2%	20.6%	6.2%	1.2%	1.7%	1.3%	0.1%	20.0%

CATEGORY	RECRUIT CLOTHING								Eccles.	C&T COMPOSITE
	Navy Items	Accessories	Shirts	Dress Clothing	Outerwear	Footwear	BDUs	Composite Bag		
FY 99 Rates	12.0%	11.5%	13.0%	13.0%	13.0%	11.0%	13.0%	12.1%	N/A	11.3%
FY 00 Rates	18.0%	16.6%	21.0%	21.0%	20.9%	19.0%	24.0%	20.7%	5.0%	17.4%
Percentage of Net Sales	3.9%	4.0%	1.5%	5.1%	2.0%	7.2%	11.5%	35.2%	0.1%	100.0%

18 Variable Rates in FY 00



FY 00 VARIABLE RATES MEDICAL

CATEGORY	ALL CATEGORIES ARE FORMS OF DIRECT VENDOR DELIVERY								
	PV CONUS	PV Overseas	PV Fleet	DVD SPEDE/ Manual	DVD Equipment	X-Ray - TK	X-Ray - TA	X-Ray - TB	EDI
FY 99 Rates	1.0%	11.7%	18.1%	5.4%/7.2%	1.9%	3.9%	2.9%	2.0%	3.5%
FY 00 Rates	1.3%	19.9%	28.3%	68.3%	9.8%	3.9%	7.6%	2.0%	25.3%
Percentage of Net Sales	66.6%	4.4%	0.6%	1.6%	0.4%	3.1%	4.4%	2.7%	0.8%

CATEGORY	ALL CATEGORIES ARE FORMS OF DIRECT VENDOR DELIVERY						Stocked	MEDICAL COMPOSITE
	AACJ Non-Stocked	TC	LIDS-ECAT	Dental-ECAT	NMOP	Optical-ECAT		
FY 99 Rates	2.0%	1.9%	3.7%	N/A	1.3%	N/A	53.0%	4.7%
FY 00 Rates	39.1%	2.0%	3.7%	2.0%	3.3%	3.8%	73.2%	6.7%
Percentage of Net Sales	0.4%	0.8%	1.5%	0.8%	8.0%	0.6%	3.3%	100.0%

16 Variable Rates in FY 00



FY 00 VARIABLE RATES SUBSISTENCE

CATEGORY	Dining Hall		Food Service Stocked	Operational Rations	UGRA's	SUBSISTENCE COMPOSITE
	CONUS	OCONUS				
FY 99 Rates	5.1%	8.1%	41.8%	28.7%	N/A	13.4%
FY 00 Rates	5.8%	10.4%	55.4%	33.5%	10.0%	13.3%
Percentage of Net Sales	57.7%	16.1%	2.1%	19.8%	4.3%	100.0%

5 Variable Rates in FY 00



FY 00 VARIABLE RATES INDUSTRIAL

CATEGORY	Benchstock	General Hardware	Fire, Safety & Diving	Lighting	Plumbing	Communications	Containers	Heavy Equip	MHE	Rope	Lumber
FY 99 Rates	N/A	N/A	N/A	24.6%	16.6%	27.6%	32.4%	25.2%	14.7%	25.9%	5.3%
FY 00 Rates	57.2%	64.5%	53.5%	37.8%	36.7%	32.7%	60.1%	64.0%	14.8%	59.2%	5.3%
Percentage of Net Sales	32.3%	7.8%	2.4%	8.5%	2.0%	3.2%	0.6%	2.1%	1.2%	1.2%	3.1%

CATEGORY	Metals	Construction	Precious Metals	Hi Security Locks	MWR	Sel Titanium Items	Food Service	MBU	POPS	SPUR	Food Service PV
FY 99 Rates	29.4%	18.7%	5.6%	11.6%	32.0%	20.0%	13.0%	3.8%	10.2%	N/A	N/A
FY 00 Rates	55.2%	45.4%	34.4%	28.4%	49.5%	20.0%	45.6%	3.8%	10.2%	43.6%	4.9%
Percentage of Net Sales	1.6%	5.6%	0.6%	1.6%	0.6%	0.2%	2.5%	0.4%	10.5%	0.1%	0.4%

CATEGORY	Wood PV	Admin PV	Fire PV	SAMMS HEPP	Diving PV	IPV	Metals PV	MRO PV	INDUSTRIAL COMPOSITE
FY 99 Rates	5.3%	5.0%	N/A	N/A	N/A	N/A	4.6%	3.9%	28.0%
FY 00 Rates	5.3%	4.9%	5.1%	1.5%	5.0%	5.8%	4.7%	3.9%	39.8%
Percentage of Net Sales	0.9%	0.1%	0.2%	0.2%	0.5%	2.6%	0.6%	6.3%	100.0%

30 Variable Rates in FY 00



FY 00 VARIABLE RATES RICHMOND

COMPOSITE	POPS Non-Stock	POPS Stock	SSC-2/ Part Num	AVERAGE \$ VALUE OF REQUISITION (Stock/Non-Stock/DVD Items)								RICHMOND COMPOSITE
				> \$0 ≤ \$30	> \$30 ≤ \$100	> \$100 ≤ \$500	> \$0.5K ≤ \$2.5K	> \$2.5K ≤ \$10K	> \$10K ≤ \$50K	> \$50K ≤ \$500K	> \$500K	
FY 99 Rates	7.0%	15.3%	19.8%	52.2%	43.1%	38.4%	31.4%	27.3%	22.3%	16.2%	12.8%	26.9%
FY 00 Rates	6.7%	13.3%	18.0%	48.6%	39.6%	36.2%	29.8%	25.2%	19.9%	13.2%	10.2%	24.4%
Percentage of Net Sales	10.5%	3.9%	1.1%	0.4%	1.8%	10.6%	28.3%	25.1%	15.8%	2.4%	0.1%	100.0%

11 Variable Rates in FY 00



FY 00 VARIABLE RATES COLUMBUS

CATEGORY	Decentralized	POPS	Default	AVERAGE \$ VALUE OF REQUISITION (Stock/Non-Stock/DVD Items)						COLUMBUS COMPOSITE
				< \$20	\$20 <= \$200	\$200 < \$1K	\$1K < \$5K	\$5K < \$10K	\$10K & Up	
FY 99 Rates	20.0%	18.0%	31.5%	48.0%	42.0%	33.0%	28.0%	28.0%	26.5%	31.5%
FY 00 Rates	29.0%	7.0%	33.3%	49.0%	43.0%	38.0%	34.0%	29.0%	28.0%	33.3%
Percentage of Net Sales	0.7%	5.0%	2.0%	0.7%	10.0%	24.4%	33.0%	10.0%	14.2%	100.0%

9 Variable Rates in FY 00